



NEW MEMBER ORIENTATION

Welcome!



NATIONAL ASSOCIATION OF REALTORS - NAR

FOUNDED IN 1908

The National Association of REALTORS® was founded as the National Association of Real Estate Exchanges on May 12, 1908 in Chicago.

The National Association of Real Estate Exchanges' objective was "to unite the real estate men of America for the purpose of effectively exerting a combined influence upon matters affecting real estate interests."

The Code of Ethics was adopted in 1913 with the Golden Rule as its theme.

In 1916, term "REALTOR," identifying real estate professionals who are members of the National Association and subscribers to its strict Code of Ethics.

NATIONAL ASSOCIATION OF REALTORS - NAR

1972

In 1972, the name of the National Association of Real Estate Boards was changed to the National Association of REALTORS® (NAR).

The word "REALTOR" in a bold, black, serif font. The letters are closely spaced, and the "R" has a distinctive shape with a horizontal bar that extends to the left.

1973

The block "R" logo was adopted by the Association in 1973.



REALTOR®

TODAY AMERICA'S LARGEST TRADE ASSOCIATION

1.5 MILLION

collective force of real estate professionals who subscribe to a strict Code of Ethics.

112 YEARS

advocating and protecting the rights of property buyers & sellers in the U.S. and around the world.

1,200

local and state/territory associations serving REALTORS® and their communities.

200,000+

REALTORS® holding subject matter expertise designations & certifications.

2022 NAR CAMPAIGN

That's Who We R, NAR's national advertising campaign, helps consumers understand that REALTORS® are real estate experts in their local communities who go above and beyond based on their expertise and under the guidance of NAR's Code of Ethics.

NAR



Maximize Your Membership Value

NAR PROVIDES:

Content, tools, professional development opportunities, and support for your career, whether you are just starting out or an experienced professional.

REGISTER for Benefits:

www.nar.realtor/new-member



FOR REALTORS, BY REALTORS

WHO WE ARE & WHAT WE DO

For more than 100 years, Florida Realtors, the state's largest trade association, has been working to meet the needs of the real estate community and Florida homeowners.

In 1916, 68 real estate brokers from 16 Florida communities gathered in Jacksonville for their first convention.

Florida Realtors® has grown to become the largest professional trade association in the state with more than 250,000 members and the largest Realtor organization in the country.

www.floridarealtors.org

12 Amazing Perks of Being a Member of Florida Realtors

1

FLORIDA REALTOR[®] MAGAZINE

A subscription to this multi-award-winning print and digital publication keeps you informed on the latest news, products and services available to Realtors.

2

FREE LEGAL SERVICES

You can call or email your questions for free to the Florida Realtors Legal Hotline. Other legal services include real estate business forms, the Legal Action Fund, and Legal Center webinars.

3

DISCOUNTS ON GOODS AND SERVICES

You can use presentation media in the form of a combination of images, videos, graphics, tables and others with a good visual appearance so that the presentation is more attractive.

12 Amazing Perks of Being a Member of Florida Realtors *CONTINUED...*

4

FREE CURRENT REAL ESTATE FORMS

Online transaction programs can cost hundreds of dollars a year. As a member of Florida Realtors, you can get this signature transaction management tool for free via Form Simplicity.

5

REAL ESTATE NEWS & LEGAL UPDATES

Daily, weekly, monthly — look for news, business tips and market updates from Florida Realtors News (via newsletter every business day) and Florida Realtors Legal News (via newsletter monthly).

6

FREE TECH-SUPPORT SERVICES

The helpline team helps Realtors keep their computers up and running, from installing new hardware & software to troubleshooting. The Tech Helpline also supports Form Simplicity, MLSAdvantage and IDX.

12 Amazing Perks of Being a Member of Florida Realtors *CONTINUED...*

7

IN-DEPTH & UP-TO-DATE HOUSING MARKET RESEARCH

Market Research provides statistics and economic reports that help members understand the housing market by the numbers, and position Florida Realtors as the voice for real estate in Florida.

8

MARKETING ASSETS

From infographics to videos touting the perks of working with a Realtor, we're always working to make sure you have what you need to build a name for yourself in real estate.

9

TOP-NOTCH EDUCATION

We believe that the more you learn, the more you earn. That's why we sponsor GRI courses & continuing education classes. Plus our Videos for Learning feature Realtors and other experts sharing their expertise.

12 Amazing Perks of Being a Member of Florida Realtors *CONTINUED...*

10

NETWORKING EVENTS

Our premier real estate event — the Florida Realtors Convention & Trade Expo and more — draws thousands each year, and other events, such as our Women in Real Estate conference and REBarCamp offer even more networking opportunities.

11

A VOICE IN TALLAHASSEE

Florida Realtors' Legislative Office of Public Policy team works for you year-round. Learn more about Florida Realtors PAC, Great American Realtor Days, the yearly legislative session and other initiatives to protect your business interests.

12

REALTOR SAFETY TOOLS & TIPS

Our newest offering is the SafeShowings app, which lets you record the buyer's name, automatically captures your GPS location, & prompts you to take a photo of each potential buyer & sends out an alert if you don't check back in within a pre-determined amount of time.



YOUR LOCAL BOARD:

NEW SMYRNA BEACH BOARD OF REALTORS

INCORPORATED: 1977

- **Cora Baker** - AE
- **Nicole Hagood** - Accounting and Member Services
- **Pryce Hood** - Governmental Affairs Director and Administrative Assistant

YOUR 2022 OFFICERS & DIRECTORS

DIRECTOR EMERITUS

Eva Fifer: (386) 314-6877
EvaFifer@gmail.com

PRESIDENT - CURRENT

Travis Ford: (386) 690-1664
TraviscFord@gmail.com

TREASURER - 1 YEAR TERM

Stefanie Santiago: (386) 222-9710
AnnTitusRE@gmail.com

DIRECTOR - 2 YEAR TERM

Caroline Pepin: (386) 847-3427
Caroline@CarolinePepin.com

PAST PRESIDENT

Roger Kincaid: (386) 846-0049
Roger@rogerkincaid.com

PRESIDENT ELECT

Jennifer Snyder: (386) 214-8568
Jenny@LocalLivingRG.com

SECRETARY - 1 YEAR TERM

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CarlaRealtorNSB@gmail.com

DIRECTOR - 2 YEAR TERM

Mariann Bradley: (386) 426-4569
Realtor.Mariann.386@gmail.com



Using the Term **Realtor®**

The term Realtor® is an exclusive registered designation for members of the National Association of Realtors®.

NAR has about 1.4 million members in the United States. Only those licensed real estate professionals who have joined their respective local Realtor association, Florida Realtors and NAR may use the registered trademark term Realtor. Membership in the Realtor organization usually begins with a local Realtor association or board – through their local association, the Realtor automatically becomes a member of Florida Realtors and NAR.

According to The Associated Press Stylebook, the first “R” in the word “Realtor®” should be capitalized because it is a trademark.

C2EX - Available to all NAR Members



It's not a class or designation. It's an opportunity to assess your real estate industry knowledge and identify areas where you may need to sharpen your skills.



Once you complete the C2EX program, you earn the C2EX Endorsement and are recognized by NAR as committed to practicing real estate at the highest professional standard in the industry.



Getting started is easy; simply go to C2EX.realtor and follow the prompts to register. You'll need your NAR login information and/or your Member ID to log in. On average it takes about 7-10 hours to complete.



www.c2ex.realtor

NRDS # - M1 Number

Fairhaven: Fairhaven.Realtor

**Designation or Certification
At Home with Diversity**

C2EX CONTINUED...

Keep in mind, the journey doesn't end there.

The Commitment to Excellence program evolves as industry standards and best practices evolve.

As new content, reference and resource materials are added to the platform, REALTORS® who have earned their C2EX Endorsement receive a notification inviting them back to engage and keep their skills and knowledge up to date.

THANK YOU

Keep these numbers for the future:

FLORIDA REALTORS LEGAL HOTLINE

(407) 438-1409
MON-FRI: 9 AM - 4:45 PM

FLORIDA REALTORS TECH LINE

(407) 587-1450
MON-FRI: 9 AM - 8 PM
SAT-SUN: 9 AM - 5 PM



Download the full presentation by scanning the QR code.